



SINDHU SIVASUBRAMANIAM

STRATEGIC CONSULTING | STRATEGIC BUSINESS MANAGEMENT

PROFILE SUMMARY

- A Strategic Leader with nearly 14 years of rich and extensive experience in strategic consulting and dedication to empower the clients to achieve their goals with efficiency and creativity
- Keen strategist & implementer with strong business acumen; managing entire business operations with key focus on top line & bottom-line profitability by ensuring optimal utilization of resource.
- Exhibited excellence in overseeing business operations for Sales and Governance, including leading offshore customer visits and workshops.
- Pivotal in evaluating and recommending technology investments and strategies to optimize performance and achieve business objectives.
- Instrumental in offering strategic consulting services to improve business processes, enhance efficiency, and drive organizational success.
- An effective communicator with strong relationship management skills with the capability to relate to people at any level of business and management across the globe; possess excellent analytical and negotiation skills.
- Receptive to expand knowledge in emerging market trends for business expansion and retention.

CONTACT :

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CORE COMPETENCIES :

- Client Engagement and Relationship Management
- Strategic Consulting
- Project Management
- Business Management
- Thought Leadership and Innovation
- Team Leadership and Development
- Change Management
- Pre-Sales Technical Leadership
- Sales and Governance Operations



CERTIFICATIONS :

- Project Management professional
- Pursuing Lean Six Sigma – Black Belt



EDUCATION :

- Bachelor of Engineering (EIE)



PERSONAL PROFILE :

- Extensive experience in consulting to lead high-impact projects and provide strategic insights, enhancing client operations and achieving measurable results. Targeting senior level roles with a growth-oriented organization.



EXPERIENCE

Nov'21-Present | Wipro Limited, Bangalore | Principal Consultant/Associate Client Partner

Client: Royal Sun Alliance, UK & Ireland

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Significant Highlights:

- Reports to VP and Account Executive, Strategic Market Units, UK & Ireland.
- Driving the pursuit of all opportunities at the account level, focusing on identifying and securing new business.
- Assessing business needs and opportunities to generate new proposals and identify potential leads.
- Building and maintaining strong business relationships with clients to ensure ongoing satisfaction and engagement.
- Leading stewardship efforts to achieve year-over-year profitable growth and drive the success of client accounts.
- Providing solutions and strategies to help clients achieve their business goals while also enhancing revenue.
- Cultivating and managing senior-level relationships with clients, driving their business forward through innovative and motivational work.
- Administering a range of responsibilities including program management and business development to support organizational goals.
- Assisting clients in making strategic decisions regarding their technology investments.
- Efficiently resolving customer concerns and requests, developing and implementing account strategies to meet revenue targets, and building relationships through calls, networking, and email campaigns. Monitoring client satisfaction and adjust strategies as needed.
- Focusing on building robust client relationships to drive sales growth and negotiate new business contracts.
- Providing expert consultations to clients, offering insights and recommendations.
- Leading technical discussions during the pre-sales phase to build client confidence in our services.
- Handling Pre-sales activities (RFPs, RFIs, Bid Management) and heads the Business operations for the account.
- Maintaining and showcasing up-to-date success stories that highlight the organization's capability to address complex business challenges effectively.

SOFT SKILLS :

- *Change Agent*
- *Collaborator*
- *Communicator*
- *Innovator*
- *Planner*
- *Thinker*
- *Adaptive and Quick learner*

PERSONAL DETAILS :

- *Date of Birth: 27th September 1986*
- *Languages Known: English, Tamil and Kannada*
- *Address: #304 AAA Makhthoom Abode, 60/2 Victoria View Layout, Nallurhalli, Whitefield, Bangalore 560066*

- Engaging in high-level planning with executive client stakeholders, contributing to discussions around future goals.
- Serving as a member of the Wipro Executive Committee.
- Acting as author, editor, and approver for the Wipro – RSA newsletter.
- Steering efforts in approving the commercial documents for dispatch to clients.

Jan'21-Jul'21 | Indecomm Business Solutions, Bangalore | Project Manager
Feb'14-Dec'20 | Ocwen Financial Services Limited, Bangalore | Project Lead
Jan'10-Jan'13 | Thomson Reuters, Chennai | Technical Lead
Jun'08 -Dec'09 | HCL Technologies | Technical Support Executive